

## Message Text

LIMITED OFFICIAL USE

PAGE 01 PEKING 00268 190204Z

66

ACTION EA-10

INFO OCT-01 EUR-12 ISO-00 DODE-00 EB-07 NSAE-00 TRSE-00

AEC-05 CIAE-00 COME-00 NSC-05 NSCE-00 L-02 MC-02

OMB-01 SCA-01 VO-03 /049 W  
----- 088047

P R 190045Z FEB 75

FM USLO PEKING

TO SECSTATE WASHDC PRIORITY 3237

INFO AMCONSUL HONG KONG

OECD PARIS 149

LIMITED OFFICIAL USE PEKING 00268

E.O. 11652: N/A

TAGS: ETRD, ESTC, US, CH

SUBJECT: BURROUGHS COMPUTER NEGOTIATIONS WITH PRC

1. LLOYD WISE, BURROUGHS CORPORATION DIRECTOR FOR MARKET DEVELOPMENT WITH THE PRC, CALLED AT USLO FEBRUARY 18 TO APPRISE US OF NEGOTIATIONS NOW UNDERWAY FOR THE POSSIBLE SALE OF A COMPUTER TO THE PRC. WISE HAS BEEN IN PEKING FOR TWO WEEKS WITH THREE OTHER BURROUGHS REPS TALKING TO THE CHINA NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION (MACHIMPEX), AND TO THE INSTITUTE OF COMPUTER TECHNOLOGY OF THE ACADEMS OF SCIENCES WHICH WOULD BE THE END-USER.

2. THE MODEL UNDER CONSIDERATION IS BURROUGHS B-7700, WHICH WISE DESCRIBES AS A LARGE SIZE COMPUTER. HE SAID IT IS LARGER, THOUGH TECHNICALLY NOT MORE SOPHISTICATED, THAN A MODEL WHICH BURROUGHS HAD SOLD TO THE SOVIET HVIBN.# IF CONSUMMATED, THE SALE WOULD COME TO ABOUT US DOLLARS 5 MILLION. WISE INFORMED THE CHINESE THAT AN EXPORT LICENSE WILL BE REQUIRED.

3. THE CHINESE TOLD THE BURROUGHS REPS THAT THE COMPUTER WOULD BE A GENERAL PURPOSE FACILITY AND USED FOR ECONOMIC PLANNING AND SIMULATION, SCIENTIFIC RESEARCH, GEOLOGICAL RESEARCH, HYDRAULIC ENGINEERING, METALLURGY, AND TRANSPORTATION AND COMMUNICATIONS  
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PEKING 00268 190204Z

PLANNING. IT WOULD BE INSTALLED AT THE INSTITUTE'S PREMISES IN PEKING.

4. IN THE COURSE OF DISCUSSIONS, THE CHINESE INDICATED AN INTEREST IN VISITING BURROUGHS IN THE US, AND WISE WANTED TO KNOW IF ANY VISA PROBLEMS WOULD BE ENCOUNTERED IF HE EXTENDED AN INVITATION. USLO OFFICER TOLD HIM THERE ARE NORMALLY NO PROBLEMS WITH SUCH VISITS, BUT THAT SINCE THE ITEM UNDER CONSIDERATION IS AFFECTED BY EXPORT CONTROLS IT WOULD BE ADVISABLE TO OBTAIN A PRELIMINARY READING FROM WASHINGTON BEFORE WISE EXTENDS THE INVITATION. WISE SAID HIS INTENTION IS FOR THE CHINESE TO VISIT THE BURROUGHS HEADQUARTERS IN DETROIT, TWO OR THREE BURROGHS' CUSTOMERS

WHO UTILIZE THE B-7700 AND THE BURROUGHS' FACTORY IN

PHILADELPHIA. THE PURPOSE IS TO GIVE THE CHINESE AN "OVERVIEW" OF THE B-7700 IN THE HOPE OF CONCLUDING THE SALE. WISE NOTED THAT THE CHINESE COMPUTER DELEGATION IN THE US LAST YEAR HAD VISITED SOME OF BURROUGHS' FACILITIES. HE SAID THAT IF THE DEPARTMENT WISHES MORE INFORMATION ABOUT THE B-7700, IT SHOULD CONTACT MR. DON COLE OF THE BURROUGHS' OFFICE IN MCLAIN, VIRGINIA.

5. USLO WOULD APPRECIATE THE DEPARTMENT'S ADVICE AS TO WHETHER ANY PROBLEM WOULD BE ENCOUNTERED IN GRANTING VISAS FOR SUCH A VISIT. WISE HOPES TO CONCLUDE THE CURRENT PHASE OF TALKS THIS WEEK AND WE THUS NEED A REPLY AS SOON AS POSSIBLE.

6. THE FOREGOING INFORMATION SHOULD BE TREATED AS COMMERCIALY SENSITIVE.BUSH

NOTE BY OC/T: #AS RECEIVED.

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, NEGOTIATIONS, COMPUTERS, STRATEGIC TRADE CONTROLS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975PEKING00268  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750058-0413  
**From:** PEKING  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750231/aaaabccg.tel  
**Line Count:** 91  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MorefiRH  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 20 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <20 MAY 2003 by ifshinsr>; APPROVED <21 MAY 2003 by MorefiRH>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BURROUGHS COMPUTER NEGOTIATIONS WITH PRC  
**TAGS:** ETRD, ESTC, US, CH, BURROUGHS CORPORATION  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006